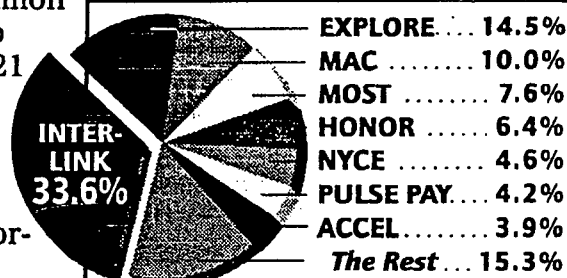


SINCE 1969 THE INDUSTRY'S LEADING NEWS AND ADVISORY SERVICE FOR CREDIT/DEBIT-CARD EXECUTIVES

EFT SYSTEM DEBIT POS IN THE U.S. Debit cards issued by financial institution members of regional electronic funds transfer systems generated 485.4 million transactions at the merchant point of sale in 1994, up 36% over the prior year. These EFT systems began 21 years ago as shared networks of automated teller machines and over the last 12 years have expanded into growing networks of POS terminals. All transactions require a personal identification number and are authorized, cleared, and settled on-line using information contained in a single data ... (turn to page 6)

TOP EFT DEBIT POS SYSTEMS Share of Transactions — U.S. 1994



DEBIT CARDS DEFINED Of the \$680.57 billion in card spending at U.S. merchants last year, 94.8% was on cards that access a line of credit, and the remaining 5.2% was on cards that debit funds on deposit. Most of those debit cards were "general purpose" cards issued by financial institutions for use at a wide range of merchants. The rest were "limited purpose" debit cards issued for use at selected outlets. **General-purpose** debit cards ... (turn to page 5)

SECOND 50 BANK CREDIT CARDS — U.S. 1994 Union Planters National had the biggest jump in ranking by active accounts — from 105th to 69th. M&I Bank moved up from 108th to 83rd ... Orchard Bank from 115th to 91st ... Columbus Bank & Trust from 85th to 68th ... First Consumers National from 86th to 70th ... Manufacturers & Traders from 99th to 86th ... and Old Kent from 100th to 87th. (See table on pages 8 & 9) □

AMEX ON-LINE American Express cardholders can use personal computers to access a wide range of cardholder and travel services through "ExpressNet," an interactive electronic service available through America Online's consumer PC network. Two other credit cards offer cardholder services on-line — a co-branded Visa card from CompuServe and a co-branded Visa card from Intuit — but ExpressNet's menu of services is more ... (turn to page 4)

TELECHECK ACQUIRES COMDATA RETAIL The Retail Services division of Comdata, which authorizes check and card transactions for merchants, has been acquired by TeleCheck for \$4 million cash. Revenues for this division brought Comdata \$9.3 million ... (turn to page 10)

MASSIVELY PARALLEL SYSTEMS Micro-processors loosely coupled to function independently within a system become cooperative processing networks known as "massively parallel systems." They give users the flexibility of adding more processors ... (turn to page 4)

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WELLS FARGO will reissue 3.1 million debit cards with the Maestro brand, dropping Interlink. The bank had been the second largest contributor to Interlink volume with over 21 million transactions annually. Debra Rossi is SVP at Wells, tel (510) 746-4120, fax (510) 295-1213.

WARREN BUFFETT, American billionaire, has acquired 9.8% of American Express's total shares outstanding, currently trading at an eight-year high.

COLLEGE STUDENT DATABASE is available from Career Horizons. The 5.5-million-name list includes home and school addresses, home and school phone numbers, field of study, gender, grade level, and more. Patricia Totton is EVP, tel (317) 466-5020, fax (317) 466-5026.

WACHOVIA "Prime for Life" card assesses finance charges on outstanding balances at the prime rate. Annual fee is \$88 for standard accounts and \$98 for Gold. Beverly Wells is Pres. Card Svcs., tel (404) 842-3203, fax (404) 842-3236.

SEAFIRST BANK, a unit of Bank of America, is using 30 automated teller machines to dispense prepaid telephone cards good for 30 minutes of calling. Cardholders pay \$9.99. The ATMs are close to college campuses. Betty Lattie is SVP at Seafirst, tel (206) 358-3427, fax (206) 358-3697.

TRAVELERS BANK and its co-branded Visa Gold card partner, Intuit Inc., are dropping the \$3 monthly fee cardholders have been paying to receive on-line delivery of monthly credit card transactions. Tom Kerwin is EVP at Travelers Bank, tel (302) 454-5560, fax (302) 454-5555. Lisa Borden is Mgr. Electronic Banking at Intuit, tel (415) 329-2727, fax (415) 329-3689.

CHARGED-OFF CREDIT CARD LOANS are available on a loan-by-loan basis from Principal Asset Markets Inc. Previously, the company sold bad debt only via bulk and forward-flow delivery. PAMI is also eliminating seller-paid brokerage fees. The company has more than 200 buyers signed up for its on-line service. Tim Kirkpatrick is SVP, tel (407) 994-2596, fax (407) 994-2604.

NATIONAL BANK OF ALASKA and **ALASKA USA FCU** are adding the Visa brand to most of their proprietary ATM cards. Vicki Burkhammer is Mgr. Credit Cards at Alaska USA, tel (907) 786-2778, fax (907) 786-2885. Judy Panke is VP at National Bank of Alaska, tel (907) 267-5602, fax (907) 267-5666.

MBNA's no-annual-fee "America's Card" MasterCard solicitations let cardholder choose from among eight card designs. Balance transfers carry 6.9% financing for six months before moving to 16.9% fixed. James Carrington is EVP, tel (302) 453-6388, fax (302) 456-8490.

MASTERVERUE FOR BUSINESS program in the U.S. offers discounts of up to 50% at Avis, Hertz, GTE, Penny Wise Office Products, QuickXpense, Home Office Computing, Trans World Airlines, Travelodge, The Wall Street Journal, Official Airline Guides, and 800-Flowers. MasterCard has 1.1 million BusinessCard cards in the U.S. Steve Abrams is VP, tel (212) 649-5150, fax (212) 649-4773.

AMERICAN EXPRESS card solicitations to college students offer five savings certificates on domestic round-trip travel, valid for the card member and a friend. Amex is also offering up to 30 minutes of free MCI long-distance calling every month for a year. Kenneth Gordon is VP Student Mktg. at Amex, tel (212) 640-4397, fax (212) 619-9074.

BANK OF NEW YORK is offering new Visa Gold cardholders an 8.9% introductory finance charge fixed through January 1996 — prime + 5.9% after that. The no-annual-fee card has a 25-day grace period. James Tylanda is VP, tel (302) 451-2588, fax (302) 451-2540.

CSG CARD SERVICES, service bureau to U.S. credit unions, will license credit and debit card authorization and switching software from Applied Communications Inc. Doug Parr is VP at ACI, tel (402) 390-7757, fax (402) 334-0759. Elizabeth Taylor Quilliam is VP at CSG, tel (608) 231-4000, fax (608) 231-5755.

DATA CARD 640-SV POS terminal has been certified for First Data's network. Pat Bazley is VP at FDC, tel (402) 222-7295, fax (402) 222-8268. John Miller is VP at DataCard, tel (612) 931-2603, fax (612) 930-0023.

TRANSNET, a merchant card processor, has been certified by ProCard to handle purchasing-card transactions. ProCard's network handles over 20 million transactions each month through 80,000 terminals. Ralph Bianco is VP at TransNet, tel (813) 281-4009, fax (813) 286-8082.

GENCORP has signed a letter of intent to sell its Rigid Plastics plant in Newcomerstown, Ohio to Empire Plastics. The plant makes plastic sheeting for fabrication into credit cards. John Kessler is Gen. Mgr. at GenCorp, tel (614) 498-5900, fax (614) 498-5448.

AT&T's 5670 free-standing cash dispenser for off-site use is only 18.5" wide and 33.5" deep but weighs more than half a ton and can be bolted to the floor. Cost ranges from \$12,500 to \$22,500. Phil Kasper is Dir. Mktg. at AT&T, tel (513) 445-4343, fax (513) 445-6097.

SAGE SYSTEMS offers mainframe and PC-based database marketing including processing and maintenance of consumer and business lists, personalized communications, financial processing, diskette/tape conversion, national change of address, addressing services, and telephone debit card programs. Gary Sage is Pres., tel (616) 940-8311, fax (616) 940-3383.

JOB MART *Subscribers pay \$300 (nonsubscribers \$500) for Job Mart ads (per 100 words).*

SECURE BANK CARD MANUFACTURING PLANT seeks **Production Manager** in California. Job includes managing, printing and encoding facility. Minimum 3 years experience in a supervisory position in a secure, credit card, printing or encoding facility. MIS knowledge required. Salary negotiable. Send resume to: The Nilson Report, Job Mart 589, 300 Esplanade Dr., Suite 1790, Oxnard, CA 93030.

AMERITECH/HOUSEHOLD BANK co-branded "Complete" card accounts will offer 0.5% cash back on annual spending of up to \$2,000 and 1% cash back on spending exceeding \$2,000. Calling-card calls earn 10% cash back. All cash back is paid annually. Nan Doyal is Gen. Mgr. at Ameritech, tel (708) 248-4881, fax (708) 248-3972.

MAPP MERCHANTNET from MasterCard has been installed in 120 Oshman's Sporting Goods stores, giving the retailer a virtual private network. Sharon Cline is Gen. Mgr. of MAPP, tel (212) 649-5472, fax (212) 649-5549.

CAS MARKETING is a full-service direct-marketing company specializing in telephone-number lookups, demographic overlay, merge/purge, lettershop, and lists. Demographic and list data covers consumer and business markets. Kent Stormberg is Pres., tel (402) 393-0313, fax (402) 390-9497.

TRANSACTION NETWORK SERVICES reported POS transaction volume topped 824 million in 1994, up 102%. POS volume accounted for 95% of total transactions. Brian Bates is VP at TNS, tel (703) 478-7603, fax (703) 742-0690.

FIRST DATA is letting clients store cardholder statements on CD-ROM. Each disc can hold the equivalent of 1,600 separate microfiche. FDC will expand CD-ROM storage to merchant business clients later this year. Jeff Berg is Prod. Dir., tel (402) 222-3228, fax (402) 222-3276.

SHELL/CHEMICAL BANK co-branded MasterCard has grown to 2 million accounts. Over \$50 million worth of gasoline has been given away.

INTERNATIONAL VERIFACT INC. is shutting down offices in Scottsdale, Ariz. and moving to Boulder, Colo., headquarters of recently acquired Soricon Corp. Neville Vere Nicoll is Pres. at IVI, tel (303) 440-2800, fax (303) 442-2438.

SELECTPHONE nationwide phone book on CD-ROM contains residential and business listings from every U.S. white-page directory. Over 80 million listings are on a five-disc set. Cost starts at \$159. James Bryant is Pres. of ProCD, tel (508) 750-0000, fax (508) 750-0020.

MERCHANT BANK SERVICES of Visa USA is offering access to "SCAN," the largest negative-file database of bad check writers. SCAN is a product of Electronic Transaction Corp., a subsidiary of Deluxe Corp. Steven Berardo is VP at Visa, tel (415) 432-3200, fax (415) 432-3905. Tim Birk is CEO at ETC, tel (206) 483-2500, fax (206) 489-1299.

FIRST USA'S no-annual-fee Visa Gold card solicitation offers a finance charge rate of prime minus 1.8% adjusted monthly until September 1 — after that prime + 7.24% with a floor of 14.99%. Carol Knight is SVP, tel (302) 594-8071, fax (302) 884-8391.

HARRIS BANK, Illinois' second largest credit card issuer, has mailed solicitations for a secured Visa card to 40,000 Chicago-area residents. Secured cards have been tested since 1993 with loss rates in the 3% range. Ken Keck is VP, tel (708) 520-6465, fax (708) 520-6491.

ELECTRON, Visa's 100% on-line debit card product, has become popular in Europe and Latin America and will be accepted at up to 100,000 U.S. outlets by year-end. Acquirers include Bank of America, Bank of Boulder, Barnett, Wachovia, SunTrust, CES, EFS, First of Omaha, NaBanco, NationsBank, and Wells Fargo. Colin Grannell is VP at Visa, tel (415) 432-8063, fax (415) 432-3980.

GIRO BANKCARD LTD. will use software from Applied Communications Inc. to authorize and switch transactions for 10 commercial banks in Hungary. Béla Dávid is Mng. Dir. at Giro Bankcard, tel 36 (1) 157-0400, fax 36 (1) 267-1600. Richard Launder is Mng. Dir. at ACI Ltd., tel 44 (923) 816-393, fax 44 (923) 816-133.

DELUXE DATA has exclusive distribution rights in the U.K., Ireland, and Middle East for "smart phones" from Nagano Japan Radio Co. In the U.S., Nagano phones are sold under the Forval name. Gordon MacDonald is Dir. Mktg. at DD, tel 44 (928) 791-791, fax 44 (928) 718-177. Shin Ogawa is GM at Nagano, tel 81 (353) 604-563, fax 81 (353) 604-569.

BARCLAYS BANK is testing Olivetti-made television kiosks with interactive touch-screen technology to provide customers with Visa and MasterCard information and applications. Application forms are laser printed on site. Angic Gooch is Proj. Mgr. at Barclays, tel 44 (160) 425-3101, fax 44 (160) 425-3389. Simon Deighton is Acct. Mgr. at Olivetti, tel 44 (113) 273-4771, fax 44 (113) 273-5223.

MANAGEMENT CHANGES

Peter Godfrey is the new Head of Card and Electronic Banking Services at Midland Bank, tel 44 (71) 260-8830, fax 44 (71) 260-6989. **Kathryn Marinello**, formerly of First Bank System, has been appointed Senior VP at First Data Resources, tel (402) 222-8080, fax (402) 222-4890. **Sami Siddiqui** has been appointed Sr. Vice President Unsecured Spread Business at Provident Bancorp, tel (415) 398-2893, fax (415) 398-0731. **Randall Chesler** has been appointed Senior VP Member Relations, Western Division at Visa USA, tel (415) 432-3334, fax (415) 432-4747.

CONFERENCES & SEMINARS

CREDIT CARDS INSTITUTE: NEW CHALLENGES IN A CHANGING LEGAL/ECONOMIC ENVIRONMENT: May 22-23, Washington, D.C., Sheraton Carlton. Reg. \$1,195, (20% discount for Nilson Report readers). Est. attend. 75. Call Julianne Cefalu, tel (212) 645-7880, fax (212) 645-8689. **CARDTECH/SECURTECH CONFERENCE '95:** April 9-12, Washington, D.C., Washington Hilton & Towers. Reg. \$795. Est. attend. 4,000. Call Joel Sparks, tel (301) 881-3383, fax (301) 881-2430. **CUSTOMER LOYALTY ASIA '95:** May 17-19, Singapore, Sheraton Towers. Reg. \$1,295. Est. attend. 80-100. Call Anthea Ong, tel (65) 222-8550, fax (65) 226-3264. **9TH EUROPEAN FINANCIAL SELF-SERVICE '95:** May 23-24, Edinburgh, Scotland, Sheraton Grand Hotel. Reg. \$800-\$950. Est. attend. 250. Call Margaret Glover, tel 44 (41) 553-1930, fax 44 (41) 552-0511.

Amex On-Line (from page 1) ... comprehensive. About one-third of American households have a personal computer and about half of those have the modems needed to access on-line networks. Amex has about 18 million cardholders, of which roughly one million already participate in one or more PC networks. There is no cost for using ExpressNet beyond America Online's monthly fee of \$9.95 plus \$2.95 for every hour's use after the first five. Ted Leonsis is President of America Online Services Group in Vienna, Virginia, tel (703) 448-8700 ext. 1890, fax (703) 506-1942.

In keeping with its image as a prestige card issuer, American Express has made customer services and benefits highly accessible, flexible, and interactive by introducing ExpressNet. Also, by gaining the ability to offer card applica-



While on-line to ExpressNet cardholders can check their account status, pay bills, download monthly statements into personal financial software, enroll in the Membership Miles reward program and track what points have been earned, read American Express Travel & Leisure magazine, search travel databases from Prommer's, Fodor's, and others, view special offers from airlines, hotels, car rental agencies, restaurants, retailers and entertainment companies, and search travel information databases. By March, they will also be able to make travel arrangements.

tions on-line, Amex has achieved the equivalent of making take-one boxes available to America Online's 1.6 million subscribers. David Bauman is General Manager Interactive Services at American Express in New York, tel (212) 640-5345, fax (212) 619-8638. □

Massively Parallel Systems (from page 1) ... as needed to increase speed and accuracy. Multiple processors simultaneously analyzing data from different perspectives can achieve results formerly available only from the type of supercomputers made by Cray, Fujitsu, and Hitachi. The number of microprocessors in an MPS varies from eight to several hundred ... Walmart's 462 is the largest. Cost of building an MPS, which ranges from \$250,000 to \$20

MAC AND BUYPASS will use an MPS for settlement, billing, and data analysis starting with 12 microprocessors. Six more are planned for the near future. The system will first be used to calculate transaction fees paid by network members, to reconcile amounts charged between banks for foreign ATM transactions, and to maintain Mac cardholder information. Next year EPS plans to give members detailed cardholder statistics for target marketing, placement of ATMs, etc.

million, is mostly for software programming. AT&T entered this business by buying Teradata in 1990. Among AT&T's largest customers are Bank of America, Chase Manhattan, Banc One, and Fidelity Investment. Win Billingsley is VP Financial Services at AT&T Global Information Solutions in Dayton, Ohio, tel (513) 445-4000, fax (513) 445-5199.

ELECTRONIC PAYMENT SERVICES, parent company of the MAC shared EFT system and Buypass POS network, has signed a \$1.8-million contract for an AT&T installation to replace an IBM mainframe, but will continue to use a Tandem fault-tolerant computer for on-line transaction processing. Jeff Michel is Chief Technology Officer at Electronic Payment Services in Wilmington, Delaware, tel (302) 791-8623, fax (302) 791-8707.

OTHER SUPPLIERS. AT&T's only major competitors are IBM and nCube, although Tandem and Pyramid are trying to enter the market. IBM's Power Parallel Division in Armonk, New York supplies Citibank and U.S. Federal Home Mortgage Corp. Ben Barnes (formerly of AT&T) is VP Worldwide Marketing, tel (914) 766-2239, fax (914) 766-2304. nCube in Foster City, California supplies British Telecom, which uses Oracle software to store digital information, and Bell Atlantic, which uses MPS for interactive services. Rich Wyckoff is Director of Marketing, tel (415) 508-5430, fax (415) 508-5408. □

ATALLA ACTIVATION TERMINAL

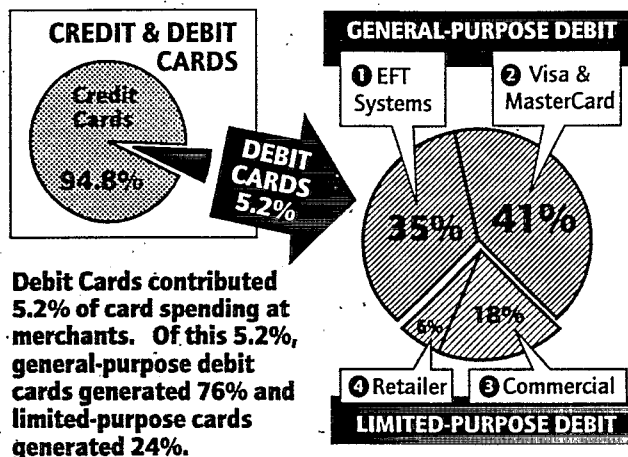


Bank personnel can use a hand-held device to assign personal identification numbers to new debit card accounts, and to re-encode damaged or erased stripes instead of issuing a new card. Up to 10% of all magnetic stripes eventually malfunction, and replacing them costs at least \$2 each. Terminals can also be handed to customers who want to select or change their PIN, make a balance inquiry, or authorize a cash advance. CAPS-3 has 512K memory, a 16-character alphanumeric keypad, and four programmable function keys. A patented feature prevents skimming data from another card during activation. Price is \$1,750. Atalla is a subsidiary of Tandem Computers. John Ahrens is Product Manager at Atalla Corporation in San Jose, California, tel (408) 435-5359, fax (408) 435-1116. Prior issues: 559, 557, 540 □

Debit Cards Defined (from page 1) ...

display two types of logos (brands). They show the brand of a regional electronic funds transfer system that began as an automated teller machine network and has expanded into POS ... or the brand of a national bank card association — either Visa or MasterCard. Some general-purpose debit cards display both types of logos. Limited-purpose debit cards also come in two types. Most display the brands of specialist firms that issue them to employees of long-haul trucking companies for use at selected outlets. The rest are issued by food stores and petroleum marketers for use only at outlets they own or control. □

CARD SPENDING AT THE MERCHANT POINT OF SALE — U.S. 1994



Spending excludes cash back on debit cards and cash advances (including balance transfers) on credit cards.

General-Purpose Debit Cards

- ① **Electronic Funds Transfer Cards** are issued by financial institution members of shared regional systems. They display the brands of one or more systems listed on page 7. Transactions are authorized, cleared, and settled on-line by a single data message transmitted from the merchant's terminal using a PIN pad when the sale takes place.
- ② **Visa and MasterCard Cards** are issued only by their financial institution members and display the association's brand and hologram on the front of the card. They require two data messages — one for authorization, and a second one for clearing and settlement transmitted from one to five days later. PINs are not required.

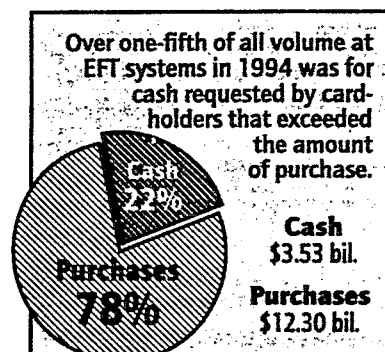
Limited-Purpose Debit Cards

- ③ **Commercial Cards** issued to drivers employed by long-haul commercial trucking firms are for use while on the road only at selected truck stops, gas stations, restaurants, etc. Transactions are authorized on-line using a private network and, like Visa and MasterCard cards, require a second message for clearing and settlement. PINs may or may not be required.
- ④ **Retailer Cards** issued by supermarkets and oil companies are usable only at their own outlets. Transactions are authorized off-line by checking a negative file. Clearing and settlement requires a second message transmitted via an automated clearing house (ACH) system. PINs may or may not be required.

Cards that are not debit cards include any that access a line of credit, and any that store value in the magnetic stripe or microchip. "Stored value cards," also known as "prepaid cards" and "electronic purses," access funds that have already been debited from the cardholder's account. They are a payment system comparable to paper-based travelers cheques or money orders, which are also prepaid.

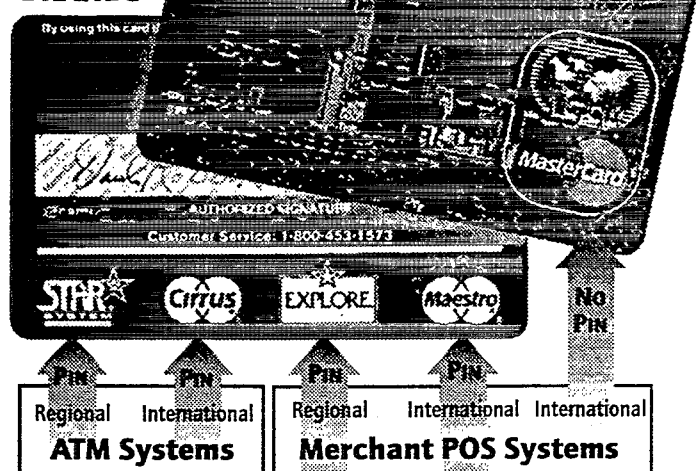
EFT System Debit (from page 1) ... message created at the point of sale. Gross volume of \$15.83 billion was up 41%. Merchant outlets accepting PIN-based debit cards reached 160,724, up 95%. The number of terminals with PIN pads grew 71% to 381,596.

PURCHASES VS. CASH. Of the \$15.83 billion in gross volume generated by these regional and national EFT systems, \$12.30 billion (78%) came from goods and services. The remaining \$3.53 billion in volume came from 117.1 million transactions that included a request for cash over and above the purchase amount. The amount of cash delivered by the merchant to the cardholder in these transactions averaged \$30. Prior issues: 583, 582, 579, 576, 552, 532, 527, 526, 504, 503



which is the point-of-sale brand equivalent of "Star System" brand transactions at ATMs, shared systems listed here use the same brand for POS and ATM transactions. All continue to get most of their switch volume from automated teller machines. The five regionals with the most POS transactions also have the most ATM transactions, although they rank differently. Explore, on the West Coast, is the top regional for point of sale but ranks second by number of ATM transactions. "MAC," on the East Coast, handles the most ATM transactions but is behind Explore for POS. "Most," third largest in POS, is fifth in ATMs. "Honor" is fourth in both POS and ATMs. "NYCE," combined with recent merger partner "Yankee 24," ranks fifth in POS and third in ATMs. ATM systems that entered POS for the first time last year were "GulfNet" in Louisiana, "Handibank" in Utah (as part of Explore), and "Advantage" in South Dakota. "NetWorks" in

EFT DEBIT BRANDS



Point-of-Sale Results 1994

REGIONAL BRANDS. The 34 systems listed here identify regional brands that use a common switch to link various financial institution debit card issuers with the merchants who have agreed to accept their cards. With the exception of "Explore,"

PERCENT INCREASES IN TRANSACTIONS

over 10 mil. transactions

| | |
|--------------|-------|
| 1. MOST | +136% |
| 2. NYCE | +130% |
| 3. HONOR | +62% |
| 4. PULSE PAY | +49% |
| 5. MAC | +45% |
| 6. ACCEL | +43% |
| 7. EXPLORE | +26% |
| 8. INTERLINK | +16% |

1 to 9.9 mil. transactions

| | |
|-------------------|-------|
| 1. X-PRESS 24 | +130% |
| 2. MAGIC LINE | +114% |
| 3. INSTANT TELLER | +112% |
| 4. TYME | +86% |
| 5. BANKMATE (MO) | +64% |
| 6. AFFN | +38% |
| 7. JEANIE | +36% |
| 8. MONEY STATION | +34% |
| 9. MONEY | +33% |
| 10. MPACT | +17% |
| 11. SHAZAM | +16% |
| 12. KETS | +15% |
| 13. TX | +11% |
| 14. CASH STATION | +9% |
| 15. ALASKA OPTION | +1% |

BIGGEST NUMBER INCREASES IN TRANSACTIONS

| | |
|--------------------|------|
| 1. INTERLINK | 23.0 |
| 2. MOST | 21.2 |
| 3. MAC | 15.0 |
| 4. EXPLORE | 14.6 |
| 5. NYCE | 12.6 |
| 6. HONOR | 11.9 |
| 7. PULSE PAY | 6.6 |
| 8. ACCEL | 5.6 |
| 9. X-PRESS 24 | 3.7 |
| 10. INSTANT TELLER | 2.9 |
| 11. MAGIC LINE | 2.7 |
| 12. TYME | 2.6 |
| 13. BANKMATE (MO) | 2.5 |
| 14. MONEY STATION | 2.3 |
| 15. SHAZAM | 0.7 |

Nebraska, whose their POS mark, is members that have

NATIONAL BRANDS. Maestro transactions the brands of share systems. The prior



brand in Arizona, Colorado, Nebraska in California in 198 states with 60% of including those of Maestro had its second Membership, inclu

Top members have adopted Interlink as switching some POS transactions for at joined Interlink.

Visa's Interlink and MasterCard's ns occur on the same cards that carry ed regional ATM and point-of-sale nary role of national systems is to



switch transactions generated by cardholders traveling outside the area covered by

their regional system. Interlink is an exception in that it is also a regional

California, Oregon, Washington, a, and Minnesota. Interlink, formed 33, had 52,000 merchants in all 50 tside California. Membership, erational and committed, topped 840. nd full year of operation in 1994.

ding those operational and committed, was 804. Cardholders had access to 34,000 outlets in 50 states. Maestro's card base will double by the end of this year, helped by defection of 3.1 million Wells Fargo Interlink cards. Prior issues: 588, 579, 575, 564, 549, 526, 525, 524, 504, 501, 487 □

| EASES (IN MILLIONS) | |
|---------------------|---------|
| DOLLAR VOLUME | |
| EXPLORE | \$939.7 |
| MAC | \$829.5 |
| HONOR | \$643.8 |
| INTERLINK | \$400.0 |
| NYCE | \$334.3 |
| MOST | \$317.3 |
| ACCEL | \$312.3 |
| PULSE PAY | \$212.3 |
| X-PRESS 24 | \$160.5 |
| TYME | \$97.5 |
| CASH STATION | \$81.9 |
| BANKMATE (Mo.) | \$77.7 |
| M. AINE | \$61.7 |
| INSTANT TELLER | \$47.6 |
| AFEN | \$24.2 |

ELECTRONIC FUNDS TRANSFER SYSTEMS IN THE U.S.

GENERAL-PURPOSE DEBIT CARDS USED FOR PURCHASES (AND CASH BACK) AT THE MERCHANT POINT OF SALE

| RANK '94/'93 | BRAND/HEADQUARTERS | TRANSACTIONS (000) | GROSS VOL (000) | CARDS (000) | PIN-BASED TERMINALS | OUTLETS |
|--------------------|-----------------------------|--------------------|-----------------|-------------|---------------------|---------|
| NATIONAL | | | | | | |
| 1 /1 | INTERLINK Calif. | 163,000 | \$4,100,000 | 30,000 | 172,000 | 52,000 |
| 2 /2 | MAESTRO N.Y. | 90* | \$1,810* | 12,000 | 74,733 | 34,000 |
| REGIONAL | | | | | | |
| 1 /1 | EXPLORE Calif. ¹ | 70,400 | \$3,097,600 | 14,800 | 126,000 | 42,000 |
| 2 /2 | MAC Del. | 48,500 | \$2,686,900 | 28,000 | 125,000 | 65,000 |
| 3 /4 | MOST Va. | 36,706 | \$550,590 | 17,000 | 23,000 | 6,700 |
| 4 /3 | HONOR Fla. | 31,133 | \$1,239,711 | 22,500 | 33,502 | 24,712 |
| 5 /7 | NYCE N.J. ² | 22,300 | \$670,461 | 27,000 | 80,000 | 30,000 |
| 6 /5 | PULSE PAY Tex. | 20,296 | \$581,269 | 11,000 | 16,500 | 5,530 |
| 7 /6 | ACCEL Wash. | 18,840 | \$602,885 | 6,600 | 16,441 | 5,641 |
| 8 /14 | X-PRESS 24 Mass. | 6,500 | \$283,655 | 1,390 | 8,864 | 2,216 |
| 9 /8 | CASH STATION Ill. | 5,800 | \$162,400 | 4,300 | 11,000 | 33,000 |
| 10 /13 | TYME Wis. | 5,525 | \$215,500 | 3,000 | 3,200 | 1,010 |
| 11 /17 | INSTANT TELLER Calif. | 5,500 | \$115,000 | 3,300 | 9,000 | 3,300 |
| 12 /10 | SHAZAM Iowa | 5,500 | \$158,981 | 2,310 | 1,886 | 629 |
| 13 /18 | MAGIC LINE Mich. | 5,150 | \$117,604 | 8,440 | 8,337 | 2,595 |
| 14 /11 | KETS Kans. | 4,726 | \$151,317 | 701 | 209 | 100 |
| 15 /16 | BANKMATE Mo. | 4,320 | \$184,697 | 4,000 | 4,300 | 1,000 |
| 16 /15 | MONEY STATION Ohio | 3,533 | \$143,092 | 4,359 | 6,110 | 815 |
| 17 /19 | MPACT Tex. | 2,280 | \$44,460 | 2,505 | 2,750 | 1,000 |
| 18 /22 | MONEY/HANDIBANK N.M. | 1,768 | \$48,403 | 975 | 1,677 | 1,830 |
| 19 /21 | JEANIE Ohio | 1,750 | \$75,000 | 3,500 | 6,000 | 600 |
| 20 /20 | ALASKA OPTION Alaska | 1,720 | \$47,200 | 251 | 801 | 445 |
| 21 /23 | Tx Mass. | 1,443 | \$25,194 | 995 | 2,500 | 1,500 |
| 22 /25 | AFEN Fla. | 1,055 | \$70,685 | 9,000 | 625 | 60 |
| 23 /24 | PRESTO Fla. | 986 | \$33,054 | 1,305 | 5,844 | 487 |
| 24 /27 | EFT ILLINOIS Ill. | 621 | \$15,822 | 2,181 | 4,456 | 736 |
| 25 /28 | QUEST Ky. | 600 | \$20,097 | 1,700 | 532 | 56 |
| 26 /26 | BANKMATE N. Mex. | 519 | \$10,988 | 454 | 3,960 | 2,468 |
| 27 /33 | ALERT Ala. | 322 | \$12,000 | 2,661 | 1,550 | 146 |
| 28 /29 | LYNX N. Mex. | 176 | \$3,884 | 417 | 5,955 | 3,921 |
| 29 /30 | ISLEPAY Hawaii | 157 | \$5,052 | 371 | 600 | 100 |
| 30 /32 | MONEY CENTER 24 Ill. | 31 | \$1,038 | 198 | 248 | 35 |
| 31 /nr | GULFNET La. | 27 | \$500 | 5,200 | 1,000 | 441 |
| 32 /31 | LINK Ind. | 15 | \$500 | 89 | 522 | 190 |
| 33 /34 | VIA Kans. | 12 | \$351 | 610 | 84 | 51 |
| 34 /nr | ADVANTAGE So. Dak. | 4 | \$83 | 110 | 40 | 8 |
| OTHER ³ | | 13,711 | \$349,752 | | | |

1. Includes three months of activity from acquisition of Cactus Switch. 2. Includes Yankee 24. 3. OTHER includes nine months of Cactus Switch activity before it became part of EXPLORE. It also includes "on-us" transactions captured before they reach the switch by a financial-institution member that issues cards and operates terminals. *Estimate.

EFT SYSTEM TOTALS

AFTER REMOVING DUPLICATION

| Category | Chg. vs. '93 |
|-------------------------|--------------|
| Transactions - 485 mil. | +36% |
| Volume - \$15.83 bil. | +41% |
| Cards - 185 million | +9% |
| Terminals - 381,596 | +71% |
| Outlets - 160,724 | +95% |

SECOND 50 BANK CREDIT CARD ISSUERS IN THE U.S. — 1994, RANKED BY

| Issuer, State of Issuance | Type | '94 Rank | '93 Rank | Active Accounts | Change vs. '93 | '94 Rank | '93 Rank | Total Accounts | Change vs. '93 | '94 Rank | '93 Rank | Credit Cards | Change vs. '93 |
|---------------------------------|------|----------|----------|-----------------|----------------|----------|----------|----------------|----------------|----------|----------|--------------|----------------|
| Boatmen's Bank N. Mex. | CB | 51 | 58 | 382,500 | +45% | 52 | 57 | 608,200 | +44% | 49 | 54 | 942,700 | +44% |
| First Nat'l of Commerce La. | CB | 52 | 56 | 381,183 | +28% | 50 | 54 | 645,547 | +35% | 50 | 46 | 874,666 | +3% |
| Travelers Bank Del. | NB | 53 | 51 | 380,237 | +5% | 51 | 51 | 620,533 | +16% | 51 | 51 | 847,105 | +12% |
| Navy Federal Credit Union Va. | CU | 54 | 52 | 347,356 | +1% | 60 | 58 | 419,527 | +4% | 60 | 59 | 560,746 | +4% |
| Comerica Bank Ohio | CB | 55 | 59 | 331,000 | +26% | 54 | 60 | 545,000 | +42% | 59 | 62 | 589,000 | +30% |
| First Tennessee Tenn. | CB | 56 | 55 | 331,000 | +1% | 49 | 47 | 663,000 | +9% | 44 | 41 | 1,127,000 | +9% |
| Commerce Bank Nebr. | CB | 57 | 53 | 319,216 | -5% | 57 | 55 | 485,443 | +4% | 58 | 56 | 622,221 | -2% |
| BayBanks Mass. | CB | 58 | 57 | 291,777 | -2% | 62 | 62 | 345,485 | +3% | 66 | 64 | 346,636 | -18% |
| Fifth Third Bank Ohio | CB | 59 | 62 | 283,251 | +18% | 56 | 63 | 485,553 | +52% | 53 | 60 | 728,329 | +51% |
| AmSouth Bank Ala. | CB | 60 | 61 | 265,660 | +8% | 58 | 56 | 466,887 | +6% | 56 | 53 | 643,030 | -3% |
| First Financial Bank Wis. | TH | 61 | 60 | 254,850 | 0% | 59 | 59 | 445,963 | +11% | 55 | 57 | 668,944 | +11% |
| Huntington National Ohio | CB | 62 | 64 | 235,000 | +3% | 61 | 61 | 357,000 | +6% | 61 | 61 | 486,400 | +6% |
| Central Fidelity Bank Va. | CB | 63 | 63 | 230,926 | +1% | 64 | 64 | 289,752 | -8% | 65 | 65 | 377,668 | -3% |
| First Security Bank Utah | CB | 64 | 75 | 199,494 | +57% | 66 | 69 | 279,953 | +35% | 70 | 73 | 313,607 | +34% |
| European American Bank N.Y. | CB | 65 | 73 | 186,203 | +43% | 68 | 75 | 259,378 | +40% | 69 | 91 | 317,097 | +81% |
| Intrust Bank in Wichita Kans. | CB | 66 | 74 | 181,328 | +41% | 65 | 72 | 287,701 | +50% | 68 | 77 | 318,195 | +46% |
| Fidelity Trust Co. Utah | NB | 67 | 65 | 179,599 | +1% | 70 | 67 | 245,492 | +6% | 64 | 66 | 379,458 | +7% |
| Columbus Bank & Trust Ga. | CB | 68 | 85 | 176,138 | +67% | 75 | 85 | 217,197 | +47% | 77 | 87 | 255,037 | +39% |
| Union Planters National Tenn. | CB | 69 | 105 | 174,454 | +156% | 63 | 112 | 335,485 | +285% | 62 | 107 | 416,355 | +238% |
| First Consumers National Oreg. | NB | 70 | 86 | 172,212 | +63% | 71 | 79 | 242,282 | +50% | 75 | 96 | 274,393 | +75% |
| Simmons First National Ark. | CB | 71 | 66 | 165,752 | -6% | 67 | 65 | 272,538 | -1% | 74 | 69 | 275,385 | -5% |
| Bank of Baltimore Md. | CB | 72 | 72 | 155,981 | +19% | 73 | 73 | 236,428 | +23% | 67 | 67 | 330,999 | +9% |
| FirstTier Bank Nebr. | CB | 73 | 69 | 153,392 | +5% | 72 | 70 | 236,856 | +17% | 72 | 68 | 281,000 | -6% |
| First Virginia Bank Va. | CB | 74 | 68 | 153,000 | +2% | 74 | 68 | 219,400 | +4% | 71 | 71 | 285,220 | +5% |
| United Missouri Bank Del. | CB | 75 | 67 | 146,905 | -4% | 69 | 66 | 258,570 | -4% | 63 | 63 | 411,125 | - |
| SouthTrust Bank Ala. | CB | 76 | 70 | 144,234 | 0% | 77 | 76 | 195,121 | +13% | 81 | 72 | 245,858 | +5% |
| Dial Bank S. Dak. | CB | 77 | 82 | 140,729 | +28% | 78 | 82 | 192,044 | +25% | 78 | 83 | 254,531 | +25% |
| Union Bank Calif. | CB | 78 | 71 | 138,064 | -2% | 80 | 74 | 186,715 | -1% | 73 | 70 | 278,645 | 0% |
| First Hawaiian Bank Hawaii | CB | 79 | 78 | 131,167 | +10% | 82 | 77 | 180,920 | +9% | 76 | 84 | 255,097 | +26% |
| Pentagon Fed. CU Va. | CU | 80 | 77 | 125,954 | +3% | 83 | 80 | 175,574 | +11% | 79 | 75 | 254,366 | +9% |
| Idaho First Bank ID, UT, OR, WA | CB | 81 | 79 | 121,667 | +5% | 85 | 83 | 167,821 | +10% | 84 | 76 | 233,071 | +7% |
| Star Bank Ohio | CB | 82 | 83 | 119,055 | +10% | 81 | 81 | 181,298 | +17% | 80 | 82 | 248,538 | +22% |
| M&I Bank Wis. | CB | 83 | 108 | 118,708 | +78% | 76 | 103 | 200,208 | +93% | 82 | 106 | 240,065 | +90% |
| Bank of Hawaii Hawaii | CB | 84 | 76 | 117,654 | -5% | 87 | 84 | 147,068 | -3% | 86 | 74 | 220,602 | -5% |
| First Fidelity Bank N.J. | CB | 85 | 80 | 108,892 | -6% | 84 | 71 | 175,107 | -9% | 89 | 85 | 193,381 | -4% |
| Manufacturers & Traders N.Y. | CB | 86 | 99 | 107,273 | +39% | 90 | 102 | 134,308 | +27% | 91 | 97 | 182,658 | +20% |
| Old Kent Bank Mich. | CB | 87 | 100 | 106,822 | +40% | 79 | 99 | 188,762 | +63% | 83 | 99 | 237,814 | +63% |
| Texas Independent Bank Tex. | CB | 88 | 84 | 103,525 | -4% | 86 | 78 | 157,158 | -3% | 87 | 80 | 203,463 | -3% |
| Bank of Hoven S. Dak. | CB | 89 | 81 | 101,260 | -10% | 96 | 89 | 122,334 | -9% | 98 | 114 | 158,600 | +40% |
| Liberty Nat'l, Louisville Ky. | CB | 90 | 91 | 100,500 | +10% | 89 | 91 | 138,700 | +11% | 85 | 79 | 228,900 | +9% |
| Orchard Bank Oreg. | TH | 91 | 115 | 95,933 | 55% | 99 | 121 | 115,614 | +60% | 112 | 144 | 107,888 | +73% |
| Compass Bank Ala. | CB | 92 | 90 | 94,519 | +3% | 88 | 93 | 141,698 | +15% | 95 | 90 | 173,894 | -1% |
| Bank IV Kansas Kans. | CB | 93 | 89 | 89,660 | -7% | 91 | 87 | 133,700 | -3% | 97 | 92 | 169,700 | -2% |
| Nat'l Bank of Commerce Nebr. | CB | 94 | 88 | 89,131 | -8% | 100 | 90 | 115,567 | -8% | 105 | 102 | 126,352 | -9% |
| Amalgamated Bank Ill. | CB | 95 | 93 | 84,040 | -5% | 95 | 94 | 124,351 | +2% | 92 | 88 | 178,821 | -1% |
| First Citizens B&T N.C. | CB | 96 | 96 | 83,094 | 0% | 93 | 95 | 127,883 | +5% | 94 | 93 | 174,175 | +5% |
| First Alabama Ala. | CB | 97 | 94 | 81,844 | -6% | 97 | 92 | 122,148 | -2% | 99 | 94 | 149,613 | -6% |
| Branch Banking & Trust N.C. | CB | 98 | 103 | 81,300 | +16% | 101 | 110 | 114,200 | +22% | 96 | 101 | 171,300 | +23% |
| Citizen's Bank R.I. | CB | 99 | 92 | 78,517 | -12% | 102 | 97 | 111,049 | -7% | 93 | 81 | 174,347 | - |
| State Employees CU N.C. | CU | 100 | 98 | 77,139 | 0% | 104 | 106 | 104,531 | +3% | 102 | 103 | 135,768 | +4% |
| TOTALS SECOND 50 1994 | | | | 8,719,095 | +8% | | | 13,223,049 | +12% | | | 17,669,763 | +9% |

ACTIVE ACCOUNTS

Type - CB = commercial bank, NB = nonbank, TH = thrift, CU = credit union

1995 The Nilson Report

| '94 Rank | '93 Rank | Visa Cards | Change vs. '93 | '94 Rank | '93 Rank | MasterCard Cards | Change vs. '93 | '94 Rank | '93 Rank | Charge Volume | Change vs. '93 | '94 Rank | '93 Rank | Outstandings | Change vs. '93 |
|------------|----------|------------|----------------|-----------|----------|------------------|----------------|------------------|---------------|-----------------|----------------|------------------|---------------|---------------|----------------|
| 50 | 58 | 250,000 | -9% | 31 | 40 | 692,700 | +83% | 47 | 55 | \$1,015,000,000 | +46% | 51 | 59 | \$525,000,000 | +42% |
| 50 | 48 | 534,119 | +19% | 50 | 42 | 340,547 | -5% | 57 | 57 | \$753,440,000 | +14% | 57 | 58 | \$425,739,349 | +12% |
| 55 | 55 | 393,865 | +4% | 40 | 39 | 453,240 | +19% | 37 | 34 | \$1,645,114,278 | +5% | 43 | 46 | \$717,362,101 | +3% |
| 48 | 45 | 560,746 | +4% | 00 | 00 | 0 | — | 48 | 47 | \$1,001,523,104 | +10% | 52 | 51 | \$517,736,745 | +9% |
| 60 | 67 | 243,000 | +23% | 48 | 53 | 346,000 | +35% | 49 | 56 | \$959,706,000 | +41% | 47 | 54 | \$679,027,000 | +57% |
| 40 | 38 | 744,000 | +7% | 45 | 46 | 383,000 | +13% | 56 | 54 | \$818,900,000 | +11% | 55 | 55 | \$472,400,000 | +12% |
| 54 | 52 | 413,530 | -1% | 58 | 59 | 208,691 | -3% | 51 | 50 | \$924,892,529 | +8% | 58 | 60 | \$404,608,089 | +9% |
| 75 | 64 | 167,550 | -18% | 61 | 58 | 179,086 | -18% | 61 | 58 | \$640,972,804 | +1% | 61 | 62 | \$319,727,092 | -1% |
| 47 | 54 | 568,096 | +50% | 66 | 79 | 160,233 | +52% | 59 | 66 | \$711,244,368 | +51% | 62 | 68 | \$276,647,709 | +57% |
| 52 | 51 | 466,251 | +8% | 63 | 57 | 176,779 | -24% | 58 | 64 | \$722,412,623 | +42% | 59 | 61 | \$350,231,127 | +7% |
| 56 | 57 | 347,851 | +13% | 51 | 50 | 321,093 | +9% | 66 | 63 | \$539,386,505 | +4% | 56 | 56 | \$440,181,241 | +9% |
| 67 | 66 | 211,300 | +7% | 54 | 52 | 275,100 | +5% | 62 | 59 | \$628,448,000 | +6% | 60 | 63 | \$340,700,000 | +12% |
| 63 | 60 | 226,663 | -9% | 68 | 69 | 151,005 | +7% | 60 | 60 | \$708,478,480 | +24% | 50 | 50 | \$565,875,507 | +19% |
| 58 | 65 | 260,680 | +27% | 102 | 130 | 52,927 | +83% | 99 | 72 | \$188,282,987 | -39% | 72 | 82 | \$211,202,593 | +48% |
| 77 | 133 | 159,762 | +227% | 67 | 71 | 157,335 | +24% | 53 | 82 | \$888,420,803 | +154% | 64 | 76 | \$257,341,184 | +66% |
| 65 | 84 | 223,401 | +116% | 81 | 75 | 94,794 | -17% | 79 | 76 | \$309,578,883 | +15% | 63 | 73 | \$257,950,907 | +58% |
| 71 | 70 | 191,317 | +10% | 60 | 63 | 188,141 | +4% | 54 | 53 | \$855,984,000 | +8% | 68 | 66 | \$238,775,000 | +18% |
| 61 | 72 | 231,993 | +43% | 129 | 151 | 23,044 | +9% | 69 | 89 | \$444,245,789 | +104% | 66 | 83 | \$239,641,851 | +70% |
| 57 | 152 | 333,149 | +720% | 84 | 87 | 83,206 | +1% | 74 | 101 | \$353,261,758 | +107% | 69 | 97 | \$237,217,212 | +161% |
| 00 | 00 | 0 | — | 55 | 66 | 274,392 | +75% | 90 | 99 | \$231,640,300 | +29% | 86 | 88 | \$150,965,571 | +29% |
| 74 | 68 | 179,000 | -5% | 80 | 80 | 96,385 | -5% | 77 | 69 | \$310,008,461 | -4% | 81 | 71 | \$164,059,596 | -3% |
| 70 | 73 | 195,289 | +23% | 70 | 67 | 135,710 | -7% | 76 | 81 | \$325,263,000 | +30% | 74 | 81 | \$204,979,000 | +42% |
| 69 | 69 | 202,000 | +13% | 87 | 72 | 79,000 | -34% | 81 | 78 | \$285,764,000 | +10% | 88 | 92 | \$137,161,000 | +29% |
| 62 | 62 | 229,020 | +3% | 100 | 106 | 56,200 | +15% | 72 | 70 | \$363,400,000 | +15% | 79 | 84 | \$168,280,000 | +20% |
| 81 | 123,395 | +2% | 53 | 49 | 287,730 | -6% | 75 | 73 | \$346,079,733 | +17% | 84 | 80 | \$154,328,686 | +2% | |
| 74 | 180,633 | +14% | 91 | 92 | 65,225 | -15% | 82 | 88 | \$282,887,000 | +28% | 73 | 78 | \$205,639,841 | +34% | |
| 78 | 82 | 152,905 | +27% | 78 | 86 | 101,626 | +23% | 100 | 112 | \$187,645,072 | +36% | 76 | 85 | \$186,659,510 | +35% |
| 90 | 85 | 105,885 | +2% | 65 | 64 | 172,760 | -2% | 63 | 62 | \$574,014,408 | +3% | 71 | 65 | \$219,481,933 | +6% |
| 86 | 93 | 112,243 | +28% | 69 | 74 | 142,854 | +24% | 80 | 80 | \$287,280,000 | +14% | 77 | 72 | \$180,360,000 | +8% |
| 64 | 63 | 225,007 | +7% | 116 | 148 | 29,359 | +26% | 73 | 68 | \$357,234,956 | +3% | 65 | 64 | \$249,465,985 | +13% |
| 76 | 76 | 161,341 | +14% | 90 | 91 | 71,730 | -7% | 70 | 71 | \$399,777,820 | +29% | 75 | 69 | \$194,611,722 | +7% |
| 79 | 83 | 140,759 | +27% | 75 | 83 | 107,779 | +16% | 71 | 74 | \$365,226,000 | +28% | 70 | 70 | \$227,108,000 | +31% |
| 85 | 107 | 114,590 | +62% | 72 | 101 | 125,476 | +26% | 83 | 86 | \$281,287,383 | +23% | 90 | 135 | \$114,379,798 | +129% |
| 66 | 61 | 220,602 | -5% | 00 | 00 | 0 | — | 67 | 65 | \$511,586,067 | +8% | 67 | 67 | \$239,100,837 | +19% |
| 91 | 88 | 105,170 | +9% | 82 | 78 | 88,211 | -16% | 85 | 79 | \$270,104,000 | +6% | 83 | 74 | \$158,104,556 | 0% |
| 72 | 75 | 182,658 | +20% | 00 | 00 | 0 | — | 88 | 87 | \$239,302,000 | +8% | 85 | 87 | \$152,053,000 | +16% |
| 92 | 112 | 104,638 | +64% | 71 | 88 | 133,175 | +62% | 78 | 97 | \$309,651,210 | +67% | 95 | 123 | \$103,217,950 | +73% |
| 83 | 80 | 127,050 | -2% | 88 | 89 | 76,413 | -4% | 86 | 91 | \$213,607,229 | 0% | 108 | 103 | \$82,738,267 | 0% |
| 89 | 101 | 108,000 | +35% | 104 | 125 | 50,600 | +51% | 122 | 119 | \$123,760,000 | +4% | 143 | 139 | \$44,652,117 | -6% |
| 121 | 135 | 54,936 | +15% | 64 | 65 | 173,964 | 7% | 103 | 108 | \$175,160,000 | +16% | 102 | 102 | \$92,877,000 | +12% |
| 100 | 122 | 85,231 | +45% | 131 | 218 | 22,657 | +492% | 144 | 195 | \$81,585,146 | +64% | 129 | 185 | \$54,333,878 | +109% |
| 107 | 120 | 69,673 | +18% | 76 | 73 | 104,221 | -10% | 91 | 96 | \$231,076,455 | +24% | 78 | 75 | \$178,336,443 | +15% |
| 82 | 79 | 131,900 | +1% | 109 | 110 | 37,800 | -13% | 92 | 85 | \$228,000,000 | -2% | 105 | 100 | \$91,112,000 | +3% |
| 114 | 102 | 66,512 | -9% | 96 | 98 | 59,840 | -9% | 108 | 106 | \$153,438,842 | -3% | 110 | 106 | \$79,712,796 | -2% |
| 00 | 00 | 0 | — | 62 | 62 | 178,821 | -1% | 89 | 84 | \$239,065,814 | -2% | 92 | 90 | \$111,391,046 | +3% |
| 119 | 119 | 62,386 | +5% | 73 | 76 | 111,789 | +5% | 95 | 95 | \$219,305,316 | +15% | 94 | 98 | \$105,264,816 | +16% |
| 130 | 127 | 48,770 | -9% | 79 | 77 | 100,843 | -5% | 97 | 92 | \$210,346,398 | 0% | 107 | 99 | \$89,152,877 | 0% |
| 108 | 132 | 68,500 | +40% | 77 | 84 | 102,800 | +14% | 98 | 104 | \$201,400,000 | +24% | 97 | 109 | \$101,000,000 | +33% |
| 71 | 138,854 | -17% | 111 | 113 | 35,493 | -15% | 86 | 83 | \$252,933,576 | +4% | 82 | 86 | \$161,438,693 | +19% | |
| 87 | 109,880 | +8% | 122 | 129 | 25,888 | -12% | 115 | 136 | \$135,930,981 | +36% | 127 | 124 | \$58,858,528 | 0% | |
| 10,334,100 | | | +9% | 7,335,662 | | | +9% | \$22,503,054,078 | | | +17% | \$11,938,189,352 | | | +15% |

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THIS REPORT

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Telecheck (from page 1) ... last year and is expected to raise the value of checks authorized by TeleCheck to \$44 billion by year-end, a 42% market share, up from 31% two years ago. Despite continued growth in the use of credit and debit cards, paper checks are still used to pay for nearly half of all consumer transactions at the point of sale. The TeleCheck subsidiary of First Financial Management Corp. is headed by John Chaney in Houston, Texas, tel (713) 599-7601, fax (713) 599-7190. Prior issues: 567, 527

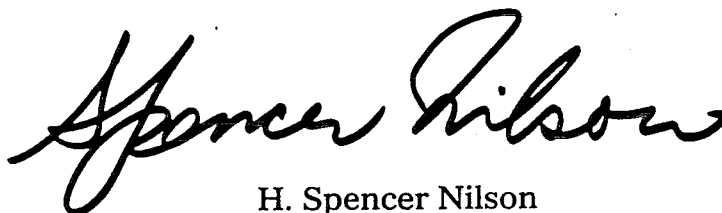
FIRST FINANCIAL MANAGEMENT CORP. acquired TeleCheck over two years ago. The Comdata acquisition will add in-store marketing systems and check approval services for supermarkets and other retailers. Other FFMC properties include the nation's largest processor of merchant card transactions (NaBanco) ... world's largest money transfer firm with 24,000 agents (Western Union) ... a manufacturer of point-of-sale terminals (MicroBilt) and ... the nation's third largest collection agency (Nationwide Credit). FFMC revenues for fiscal year ended December 31 were \$2.2 billion. Net income of \$160.2 million was up 22%. Cash and cash equivalents totaled \$326 million. FFMC went public in 1983 with 2.8 million shares at today's equivalent of 4%. Current price is in the 65 to 66 range, close to the all-time high of 66 $\frac{3}{4}$. Stock is traded on the New York Stock Exchange as FFM. Patrick Thomas is Chairman, Tarlton Pittard is CFO, and Donald Sharp is Senior VP in Atlanta, Georgia, tel (404) 321-2118, fax (404) 633-2412. Prior issues: 580, 574, 570, 551, 539, 527

| FFMC PAYMENT SYSTEM ACQUISITIONS | | | |
|----------------------------------|----------------------|-------------------|--------------|
| Acquisition Date | Company | Type of Business | Price (mil.) |
| 1995 | Comdata Retail | Checks/Processing | \$4.0 |
| 1994 | Western Union | Money Transfers | \$893.0 |
| 1992 | TeleCheck (owns 97%) | Checks | \$156.0 |
| 1990 | Nationwide Credit | Collections | \$58.0 |
| 1989 | MicroBilt | Terminals | \$118.6 |
| 1987 | NaBanco | Processing | \$90.0 |

COMDATA RETAIL SERVICES contributed 4% of Comdata Holdings Corp.'s \$28.1 million in earnings last year. Welsh, Carson, Anderson & Stowe acquired Comdata in 1987 in a leveraged buyout and remains the principal investor with 37% of stock. Comdata derives 59% of its revenues from commercial trucking companies including debit card programs, but a good share of current growth comes from cash advances at casinos and racetracks. Stock listed on NASDAQ as CMDTD is selling at 11 $\frac{1}{2}$, close to its 52-week high. George McTavish is Chairman and Dennis Hanson is Executive VP in Brentwood, Tennessee, tel (615) 370-7782, fax (615) 370-7406. Prior issues: 573, 554, 540, 491

WELSH, CARSON, ANDERSON & STOWE, a partnership specializing in buyouts and private equity investments, has a portfolio of over 40 companies in information services, transaction processing services, and healthcare industries. Capitalization is about \$2 billion. When the sale of Card Establishment Services to First Data Corp. for 10 million shares of FDC stock becomes final March 9, WCAS will become one of the top five investors in FDC which also includes Janus Capital and S.P. Stewart. Integratec, the collection agency formed in 1986 with financing from WCAS, was sold to Equifax in 1992. Recent acquisitions include Stockholders Systems, a supplier of software for electronic funds transfers, cash management, check processing, debt recovery, and scoring used by 1,500 customers worldwide. Bruce Anderson is a general partner in New York, tel (212) 945-2000, fax (212) 945-2016. Prior issues: WCAS 541, 520, 510 CES 582 FDC 588 □

February 15, 1995



H. Spencer Nilson